

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

RECEIVED
CRIMINAL DIVISION
DEC 1 10 26 AM '81
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant Gray and Company The Power House 3255 Grace Street, N.W. Washington, D.C. 20007	2. Registration No. to be assigned
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3. Name of foreign principal Southern Cone Publishing and Advisory Services, Inc.	4. Principal address of foreign principal 3255 Grace Street, NW Washington, D.C. 20007
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5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☐ Foreign or ☒ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☒ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

Not applicable

b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

a) Principal address

Not applicable

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Southern Cone Publishing and Advisory Services, Inc. provides publishing and
advisory services for businesses.

TERMINATED

DATE 3-3-84

b) Is this foreign principal


- Owned by a foreign government, foreign political party, or other foreign principal... Yes ☒ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal... Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal.. Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal... Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

Southern Cone Publishing and Advisory Services, Inc. is a U.S. publishing corporation which is privately owned by several Argentine corporations.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Refer to question #9.

Date of Exhibit A 12-11-81	Name and Title Vice President John C. L. Donaldson	Signature 
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UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

RECEIVED OMB
INTERNAL DIVISION 1435
DEC 15 10 26 AM '81
Approval Expires Oct. 31, 1981
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Gray and Company	Southern Cone Publishing and Advisory Services, Inc.

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Gray and Company will assist Southern Cone in writing and publishing its quarterly publication, Argentine Report.

The purpose of the Argentine Report is to provide objective periodic professional research and analysis of major trends affecting private business between Argentina and the United States. This information is intended to foster greater understanding and cooperation between the business communities of both nations.


The Argentine Report will concentrate on reviewing U.S. economic developments and policies which influence the Argentine - U.S. commercial climate. The Argentine Report will be distributed each annual quarter without charge to Argentine and U.S. businessmen, bankers, government officials academicians and others interested in trade, investment, and financial relations between the two nations.

Southern Cone Publishing and Advisory Services, Inc. also plans to provide additional facts, research or counsel to private businesses on issues covered in the Argentine Report or any other issue affecting U.S.-Argentine trade. Our services will be tailored to meet an individual business' needs, and for these additional services a fee will be charged - depending on the type of report or research required.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act? ^{1/} Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

See question #5.

Date of Exhibit B	Name and Title	Signature
12-11-81	John C. L. Donaldson Vice President	

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



NATIONAL PUBLIC RELATIONS / PUBLIC AFFAIRS
THE POWER HOUSE
WASHINGTON, D.C. 20007
202 333-7400

CONFIDENTIAL

Memoto: Dr. Ricardo Zinn
From: Robert Gray
Subject: Memorandum of Understanding

Date: July 16, 1981

Copies: John Donaldson


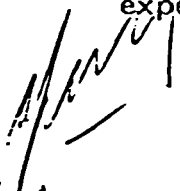
This will confirm our oral agreement of July 14, 1981, with respect to the manner in which Gray and Company will bill its client, Dr. Ricardo Zinn, for services rendered and expenses incurred in behalf of establishing a Western Hemisphere business information service (hereinafter referred to as the "Service") in Washington.

Gray and Company will employ two persons, one professional and one clerical, whose principal assignments will be such duties as may be involved in the conduct and operation of the Service. At least one will be fluent in both the Spanish and English languages. While the primary duties of these persons will be in connection with the Service, Gray and Company reserves the right to assign them such other duties on behalf of the firm as their time and work-loads permit.

For the first two months of the employment of these two persons by Gray and Company (August and September, 1981), the services of these two persons on behalf of the Service will be billed by Gray and Company to Dr. Zinn's account on the basis of their monthly salaries, including taxes, insurance and other benefits, and plus any actual out-of-pocket expenses incurred at cost to Gray and Company.

Staff services provided by other Gray and Company employees on behalf of the Service, including the direction, management and supervision of the account, will be billed to the account at Gray and Company's standard rates, based on hourly charges for such services. Other expenses and out-of-pocket costs also will be billed to the account at the firm's standard rates.

At the conclusion of the first two months of employment of the two persons referred to above, we will consult to determine on a mutually satisfactory basis the method of future billings of the services and expenses of these two persons.



Dr. Ricardo Zinn
July 16, 1981
Page two

It is further understood by the parties to this understanding, Robert K. Gray and Ricardo Zinn, that the agreement entered into on June 12, 1981, covering services rendered by Gray and Company on behalf of the account of Dr. Zinn, may be terminated by either party upon thirty (30) days advance notice.

/s/

Dr. Ricardo Zinn

/s/

Robert Keith Gray, Chairman
Gray and Company

Date:

16 July 1981